

Pre-Conference Training

PREPMUN 2023

Academics Department, PREPMUN 2023

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A stylized illustration of a workspace. On the left, a dark grey office chair is positioned in front of a desk. A teal laptop with a white Apple logo is open on the desk. A pink highlighter with a white eraser tip is positioned in the upper left corner, pointing towards the center of the page. The background is a light pink color with a large white trapezoidal shape in the center. There are also some faint, abstract pink lines in the top right and bottom center.

01

Introduction to the United Nations

Some History

- European Wars of Religion (1517 - 1710s)
- Peace of Westphalia (1648)
 - Three treaties that largely ended the wars
 - Westphalian Sovereignty
- Congress of Vienna (1814 - 1815)
 - First occasion where continental representatives convened
 - Concert of Europe - first int. dispute resolution mechanism
- Paris Peace Conference (1919)
 - Establishment of the League of Nations (1920)
- Yalta Conference (1945)

An Introduction

History of the United Nations - Behind the News

ABC is an Australian public broadcast service. >

Copy link
btn
CLASSROOM

Watch on YouTube

The image shows a YouTube video player interface. The background is a blue-tinted photograph of a large assembly hall, likely the UN General Assembly, with many rows of desks and chairs. Overlaid on this is the white United Nations logo, which consists of a world map surrounded by olive branches. A red play button icon is centered over the logo. In the top left corner, there is a 'btn' logo and the text 'History of the United Nations - Behind the News'. Below that, a dark box contains the text 'ABC is an Australian public broadcast service.' with a right-pointing arrow. In the top right corner, there is a 'Copy link' icon and the 'btn CLASSROOM' logo. In the bottom left corner, there is a 'Watch on YouTube' button with the YouTube logo.

United Nations

- An intergovernmental organisation that seeks to:
 - Foster international cooperation
 - Promote peace
 - Address socio-economic and humanitarian issues
- Organs of the United Nations:
 - General Assembly
 - Economic and Social Council
 - United Nations Security Council
 - International Court of Justice
 - Secretariat
 - Trusteeship Council (inactive since 1994)

Committees of the General Assembly

The General Assembly comprises six main committees:

- Disarmament and International Security Committee (DISEC)
- Economic and Financial Committee (ECOFIN)
- Social, Humanitarian and Cultural Committee (SOCHUM)
- Special, Political and Decolonisation Committee (SPECPOL)
- Administrative and Budgetary Committee
- Legal Committee

Offices, Agencies and Commissions

- The United Nations also comprises offices, agencies and commissions
 - Execution of special programmes against crime
 - Disarmament and security measures
 - Assistance for regional development
 - Capacity-building
- Some bodies work autonomously, while others report to UN bodies
- Examples include FAO, ILO, ITU, UNESCO, and UNODC

- Note: UNEP and UNDP are **programmes** of the United Nations.

Model United Nations

- Simulation of United Nations, regional organisations, and other bodies
 - e.g. COEU, OAS, G20, AU and USS
- At a MUN, you are (usually) a delegate representing a country
 - Think about Ambassadors or Foreign Ministers
- As such, your duty is to:
 - present your country in the best light possible
 - maximise gain/minimise loss for your country
 - come together to solve a problem

Model United Nations

- Most bodies are simulated in General Assembly-style debate format
- However, there are some procedural differences
 - 15-minute limit vs 1.5-minute limit
 - Nine-day general debate vs three-day conference
 - Level of formality, extent of research and preparation
- Some procedures remain the same
 - Speaking (making your voice heard)
 - Negotiating (gaining favour)
 - Documents (producing favourable outcomes)

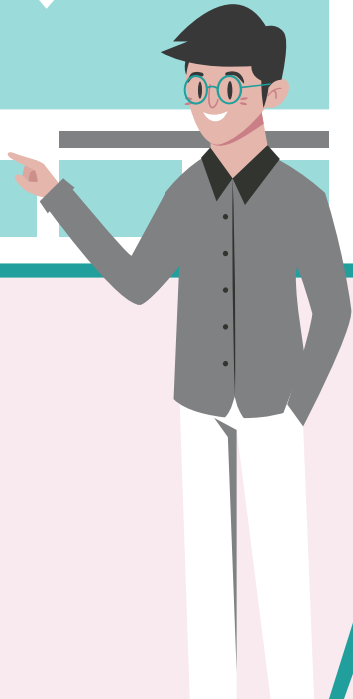
Watch a Speech made at the UN!



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Where Do We Start?

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02

Research Methodology

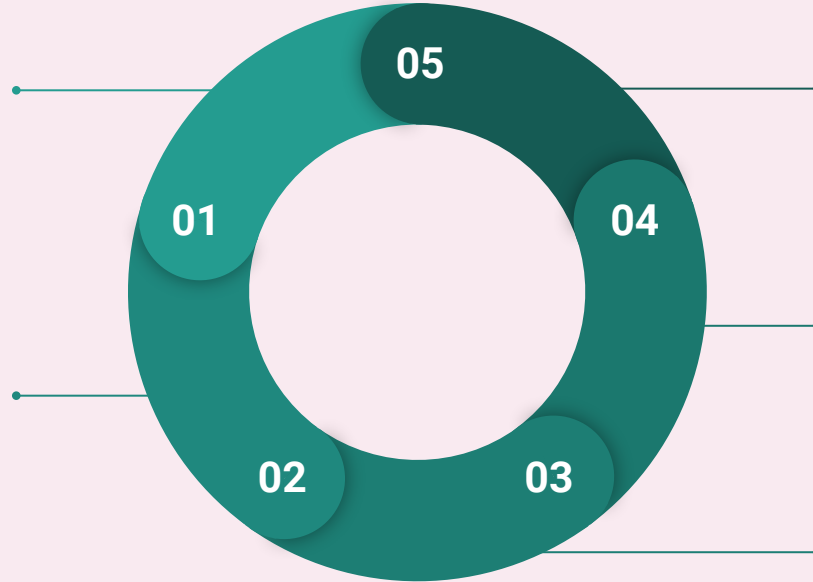
Why Research?

- Confidence will only get you so far; knowledge is crucial
- However, topical knowledge is not always at your fingertips
 - Topics could be obscure
 - you cannot understand it from a glance
 - Topics could be fictional/historical
 - you have to work with related concepts
 - Topics could be scientific/technical
 - you need a foundation
- Research helps you bridge the gaps in knowledge

Research Methodology

**Identify Keywords/
Principles**

Wikipedia Ballpark



**Consolidate and
Integrate**

**Corroboration and
Comparison**

Formal Research

Identifying Keywords/Principles

- First, we must know where to start looking and what to start reading
- Jumpstart with the following questions:
 - **What** is the issue about?
 - **Where** did the issue begin?
 - **When** did the issue begin?
 - **Who** does the issue involve?
 - **Why** is the issue detrimental?
 - **How** can we resolve the issue?

Wikipedia Ballpark

- Can be used for overview/general brief of the issue
 - Most of the keywords that you need can be found on the first paragraph of the Wikipedia entry
 - If you delve deeper, you glean more information
- Can be used as a starting point for research
 - Timelines, description of actors involved, etc.
 - Links to “See also” allows you to branch out
 - Footnotes that lead to original sources
- Can be used for analysis of global trends

Formal Research - Sources

- Sources should be established, official or academic; some examples:
 - Academic writing (journals and research papers)
 - Newspapers (especially local to the context)
 - Idea of how news is presented internally
 - Google Translate if need be
 - Government statements
 - Reports from international organisations

Formal Research - Academic Sources

- Wikipedia and news sites can give you names of academics and sources
- Other domains for research:
 - JStor (for academic journals)
 - Taylor and Francis (free access to academic research)
 - SIPRI (for military-centric topics)
 - RAND (analysis on a wide range of topics)
 - ScienceDirect (for scientific topics)
 - Nature (for scientific topics)
- **Papers also give you names of other academics and sources**

Optimal Reading and Evaluation

- To read optimally, read:
 - Abstract (brief summary of the paper)
 - Introduction (to understand the paper)
 - Results (takeaways of the paper)
 - Discussion (arguments for and against the results)
- Evaluate what you have read:
 - Strength of supporting arguments
 - Legitimacy of evidence
 - Rationality of analysis and fallacies

Corroboration and Comparison

- Facts may be misrepresented
 - Biases
 - Inaccuracies
- To fact-check and avoid bias:
 - Pick a different, more established source
 - Different media outlets
 - Compare across multiple different sources
 - Check for controversies, different narratives

Biases

- **All sources have biases in different degrees, due to:**
 - Political interests (pressure)
 - Economic pressures (sensationalisation)
 - Reporter biases
 - Cultural and societal factors
 - Confirmation bias
- **Biases present themselves in different ways:**
 - Selective reporting and omission of context
 - Language and framing
 - Source selection

Consolidating and Integrating

- Finalise findings, support with evidence
 - Build solutions around this evidence, but avoid over-focusing!
- Ensure that suggested solutions are cohesive with your approach to the topic
 - As a belligerent country, you should maintain your hardline stance
 - As a neutral country, you have more flexibility to suggest more
- Ensure that links are made between solutions and Scope of Debate
 - Don't go off-topic

Reading and Using the Study Guide

- Study Guide is a Study Guide, not a Study Encyclopaedia
 - You must do your own research
- Study Guide has been segmented into key sections:
 - Introduction to the Topic
 - Background of the Topic
 - Key Definitions
 - Scope of Debate
 - Key Stakeholders
 - Potential Solutions
 - Questions a Resolution Must Answer

Reading and Using the Study Guide

- Introduction to the Topic
 - Gives you a brief summary of what the topic is about
 - Helps you find keywords
- Background of the Topic
 - Gives you some insights into the development of the topic
 - Helps you understand how the topic has changed
- Key Definitions
 - Some dictionary definitions will be contextualised here
 - Helps you find keywords

Reading and Using the Study Guide

- **Scope of Debate (must-read)**
 - Narrows down topics, which could be massive otherwise
 - Tells you what to debate on; do not stray!
 - Provides points of contention
 - Tells you why the issue remains unsolved
 - Provides areas for improvement
 - Tells you why solutions are ineffective
 - Provides other analyses on the issue

Reading and Using the Study Guide

- Key Stakeholders
 - Gives you some insight on the parties involved or affected
 - Helps you think of solutions
- Potential Solutions
 - Helps you consider what solutions can be improved on
 - Use as reference, not as copy-paste
- Questions a Resolution Must Answer
 - Most condensed possible form of the Study Guide
 - If you have no time to read the rest, read this

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03

Understanding Stance

Stance

- A country's official position on an issue
 - Stance itself is derived from the same root word for 'stand'
- In martial arts, stances are the body positions that you adopt in different situations, such as attacking or defending
- In real life, stance is similarly dynamic and situation-dependent

Derivation of Stance

- A country's stance is a result of the following (non-exhaustive) factors:
 - History
 - What shaped the country to be what it is?
 - What was the country's historical position on the issue?
 - Geography
 - Where is the country?
 - What geographical resources does it have?
 - What geographical resources could it seek to gain?

Derivation of Stance

- A country's stance is a result of the following (non-exhaustive) factors:
 - Relationships with Other Entities
 - Which countries neighbour it? Have relations been friendly?
 - What intergovernmental bodies is the country part of?
 - Are there economic/political/military agreements?
 - Demography
 - What are the country's current population statistics like?
 - How has the population changed over time?
 - What does the population believe in?

Derivation of Stance

- A country's stance is a result of the following (non-exhaustive) factors:
 - Philosophy and Guiding Principles
 - What are the country's official principles?
 - What international principles does the country adhere to?
 - Political and Economic Leanings
 - What political system does the country subscribe to?
 - What economic system does the country subscribe to?

Researching Stance

- You can tweak the research process to identify stance
 - First, find your keywords and do a Wikipedia ballpark
 - Understand the development of the issue
 - Identify the parties involved
 - “International reactions to AAA”
 - Identify if and how your country is involved
 - General: “International reactions to AAA”
 - Relations with other parties: “AAA-BBB relations”
 - Read general articles e.g. Council on Foreign Relations

Researching Stance

- You can tweak the research process to identify stance
 - Third, do formal research on the issue
 - Read government statements and reports
 - Government websites
 - Government mouthpiece newspapers
 - Identify previous actions on similar issues
 - Voting patterns
 - Ratification of statements (affirming/condemning)
 - Look at the leanings of the country
 - Figure out if the country has good ties with parties
 - e.g. a US ally may cooperate with the US

Notes from International Relations

- There are three main schools of thought for international relations:
 - Realism
 - States are selfish, and behave largely in self-interest
 - Here, potential gain is of the highest priority
 - Liberalism
 - States can cooperate to achieve goals
 - Here, cooperation and peaceful solutions are favoured
 - Constructivism
 - States are defined by identities and social norms
 - Here, principles define how states behave

Final Notes on Stance

- Stance is ultimately a mix of
 - Potential gain for the country,
 - Relations with other actors, and
 - Principles
- Stances are dynamic
 - Just because a country previously behaved this way, does not mean that the country will always behave the same way
 - When the situation develops, a country may switch stances
- **No matter what, do not misrepresent your country**

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Let's Try

Russia in the Russia-Ukraine War



04 Position Paper Writing



Position Paper

- A Position Paper is a condensation of your:
 - Understanding of context
 - Understanding of stance
 - Understanding of potential solutions
- Fundamentally, read the conference's Position Paper Guidelines
 - PREPMUN 2023 recommends:
 - Topic Introduction (100 words)
 - Stance (150 words)
 - Proposed Actions (250 words)
 - Call to Action (70 words)
 - Buffer (30 words)

Topic Introduction

- Provide some brief context to the problem
 - What is the issue about?
 - Why did the issue start?
- Introduce the problem as your country experiences it
 - How are the stakeholders in my country affected?
- Explain how your country may be impacted by this issue
 - What short- or long-term impacts does this issue have?
 - Why is this issue one of international importance?

Stance

- Explicitly present your country's stance on the issue
 - Be clear and deliberate in your choice of words
 - Do not defame your country
- Mention any existing solutions (international or domestic)
 - What local policies have been implemented to meet these goals?
 - Which agreements have your country ratified/rejected?
 - What international initiatives have your country assisted?
- Name some major allies and opponents
 - Which countries have helped/hindered your approach to the issue?

Proposed Actions

- Propose one or two key solutions
 - Solutions should align with your country's position
 - Has your country proposed this in real life?
 - Does it align with the principles of your country?
 - What are the potential gains for your country?
 - Solutions should be evaluated to explain why they may be effective
 - What obstacles exist, and how should they be mitigated?
 - How can execution of these solutions be made smoother?
 - Pros and cons? Short-term and long-term impacts?

Additional Sections

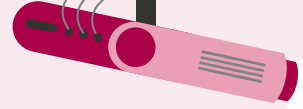
- Call to Action (70 words)
 - Direct a call to action to the committee; state hopes and dreams
 - Can redirect words from this section to other sections
- Buffer (30 words)
 - For in-text citations
 - Can redirect words from this section to other sections

Other Criteria

- Position Papers are also assessed using the following criteria:
 - Language and Professionalism
 - Appropriate lexical choices; language must be formal
 - Good command of grammar
 - Would a career diplomat write using casual language?
 - Organisation
 - Good, clear sentence structure
 - Flow between sentences and paragraphs
 - If my friend skimmed this, would they be confused?

Note on Academic Integrity

- Academic dishonesty is considered a serious issue at PREPMUN 2023
 - Plagiarism
 - Shadow-writing
 - Submission of work generated using AI
- As with other academic work, Position Papers must be cited
 - Citations provide credit where credit is due
 - **Ignorance will not be accepted as an excuse**
- Academic dishonesty may result in disqualification from awards



05

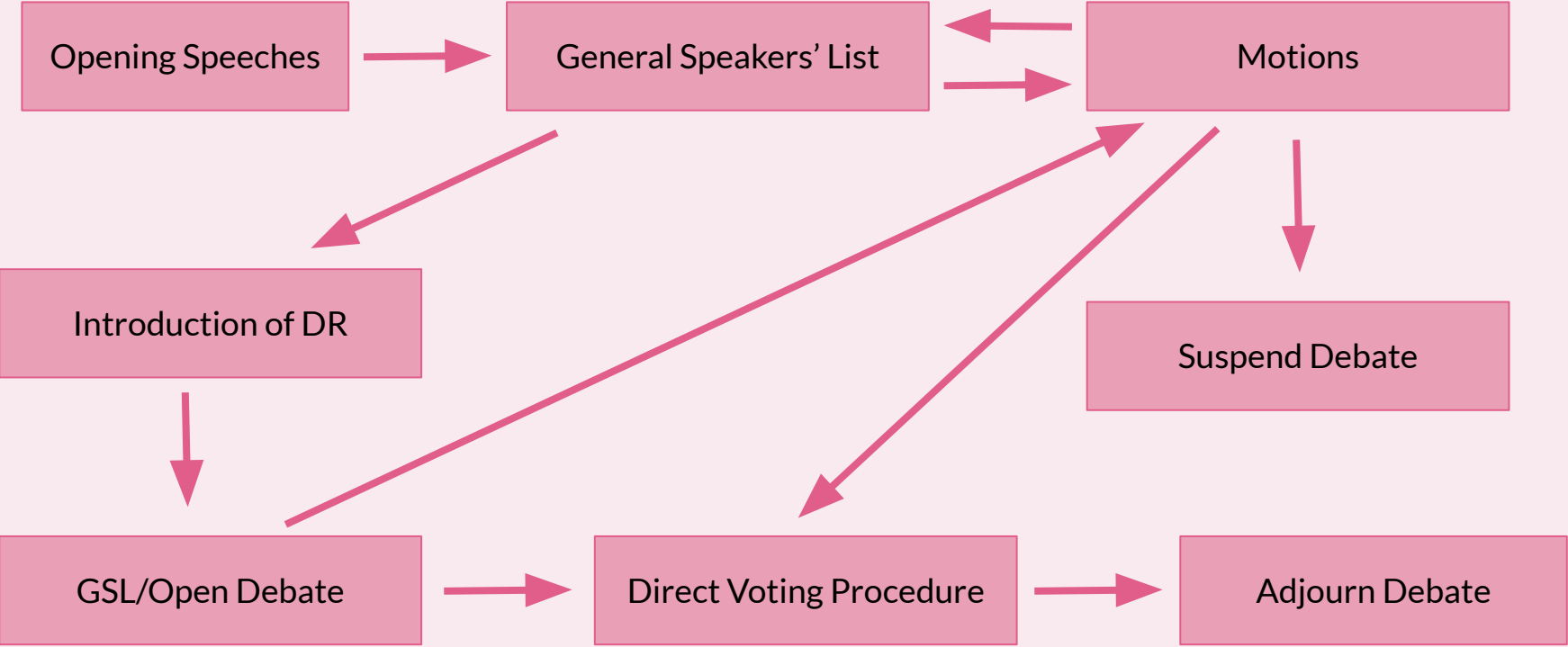
Procedures of a Model UN



The Basics!

- Speak formally (no flavorful language!)
- Be professional
- Refer to yourself in third-person (if you are representing a nation)
 - e.g. “This delegate believes that...”, “the delegate of Xx is against...”, “she/he/they is agreeable to...”
 - If you are representing a person, refer to yourself in first-person

General Flow of Debate



Terminology

- Present - retain procedural voting rights; waive substantive rights
- Present and Voting - retain procedural and substantive voting rights

- Abstention - null vote; neither for or against

- Simple majority - smallest number greater than 50% of committee
 - Procedural voting: simple majority, no abstentions

- Two-thirds majority - smallest number equal or greater than 66.6%
 - Substantive voting: two-thirds majority, abstentions allowed

Substantive vs Procedural

Substantive Voting

- Voting on substantive documents
 - E.g. Draft Resolutions, Unfriendly Amendments
- Substantive majority

Procedural Voting

- Voting on motions
 - E.g. Motion for an Unmoderated Caucus, Motion to Suspend Debate
- Simple majority

Opening Speeches

- Introductory speeches, where you introduce:
 - Your stake in the issue
 - Your stance
 - The goals you seek to achieve
- Use this opportunity to express your wish for cooperation
 - Identify allies and opponents through Opening Speeches
- **Ninety (90) seconds long; no yielding**

General Speakers' List

- As name suggests, used to make general speeches on the agenda
 - You may speak on any subject as long as it falls under the scope of the main topic
- GSL speeches can be used to:
 - Introduce new solutions
 - Introduce a direction for the committee
 - Introduce your country's stance
 - Rebut arguments, etc.
- **Ninety (90) seconds; may yield to the first degree**

Yielding

- You can also yield on the GSL. Yielding includes:
 - To another delegate: yields remaining time to another delegate
 - To Points of Information (POIs): yields remaining time to questions
 - To the Dais: yields remaining time, ending the speech
- Yields to another delegate or POIs are only allowed if:
 - A delegate has 15 or more seconds left, and
 - No successful first-degree yields were entertained
- No matter how much time you have left, the time **must** be yielded back to the Dais at the end of your allotted time

Yielding to the Second Degree

- A first-degree yield is a successful yield to another entity
 - Yields to another delegate or yields to POIs
 - Yields to the Dais end your speech immediately
- A second-degree yield is an attempt to yield to another entity after a first-degree yield has been granted
 - Yields to the Dais do not count as a first-degree yield
- Failed yields do not count as yields
 - If your yield fails, you may continue your speech, or yield again

Order of Precedence

- Point of Personal Privilege
- Point of Order
- Point of Parliamentary Inquiry
- Right to Reply
- Motion to Adjourn/Suspend Debate
- Motion for an Unmoderated Caucus
- Motion for a Moderated Caucus
- Motion to Introduce Draft Resolution
- Motion to Introduce Unfriendly Amendment
- Motion to Table Draft Resolution
- Motion to Move into Direct Voting Procedure
- Motion to Amend Speaking Time

Points

- Point of Personal Privilege
 - Raised when the environment is uncondusive to debate
 - Only point that can interrupt a speech
- Point of Order
 - Raised when a delegate believes that the Dais has committed an error in executing the Rules of Procedure
- Point of Parliamentary Inquiry
 - Raised when a delegate wishes to clarify the Rules of Procedure with the Dais

Points (cont.)

- Point of Information (POI)
 - Raised when a delegate wishes to ask the current speaker a question (given that the delegate has yielded to POIs)
 - Short and succinct
- Right to Reply
 - Raised only after a speech if a delegate feels that the integrity and/or dignity of their country or person has been insulted or compromised

Procedural voting

- Seconds and objections
 - Only seconds → Motion automatically passes
 - Only objections → Motion automatically fails
 - Both seconds and objections → Procedural vote
 - Not everybody has to vote (but proposer cannot second/object to their own motion)
- Procedural vote
 - Simple majority to pass
 - Everybody must vote (including the proposer)



Caucuses

- Caucus is a fancy word for a meeting
- In Model UN, caucuses are deviations away from general debate
 - Can be used to prevent debate from spiralling
 - Focuses discussion, and allows general debate to be productive
- There are two forms of caucuses: moderated and unmoderated
 - Moderated: focused debate on a topic
 - Unmoderated: brief recess, open discussion

Unmoderated Caucuses

- Unmoderated Caucuses have:
 - No defined topic
 - Total speaking time (to be determined by proposer)
- Proposer of the Unmoderated Caucus gives 1 min summary at the end
- Used for open discussion, lobbying and document drafting
- No yielding (recess)

Moderated Caucuses

- Moderated Caucuses have:
 - A defined topic
 - Individual and total speaking time
 - Time must be perfectly divisible
 - 10 min, 2 min per speaker 
 - 8 min, 3 min per speaker 
- Proposer of the Moderated Caucus may choose to speak first or last
- Used to focus discussion on a subtopic
- No yielding

Adjourn vs Suspend

Motion to Adjourn Debate

Permanently ends all committee discussions.

Motion to Suspend Debate

Suspends debate until the next Committee Session.

Order of Precedence

- Point of Personal Privilege
- Point of Order
- Point of Parliamentary Inquiry
- Right to Reply
- Motion to Adjourn/Suspend Debate
- Motion for an Unmoderated Caucus
- Motion for a Moderated Caucus
- Motion to Introduce Draft Resolution
- Motion to Introduce Unfriendly Amendment
- Motion to Table Draft Resolution
- Motion to Move into Direct Voting Procedure
- Motion to Amend Speaking Time

Documents

- Documents involved in Model UN are:
 - Working Papers
 - Supplementary documents for debate
 - Draft Resolutions
 - Culmination of solutions in debate
 - Amendments
 - Amendments to introduced Draft Resolutions

Working Papers

- Supplementary document to debate
 - Act as presentation aid - drive the point across
- Working Papers can take any format
 - Slides
 - Documents
 - Video links
- Introduction of Working Paper only requires Dais approval
 - Avoid WP spam, which devalues every WP

Draft Resolutions

- In theory, it is the culmination of all solutions in debate
- Draft Resolutions have Sponsors and Signatories
 - Sponsors are stakeholders that agree with all clauses
 - Usually, they are the main writers/powerhouses
 - Signatories are stakeholders that would like to see debate
- In reality, DRs are the culmination of solutions supported by Sponsors

Introduction of Draft Resolutions

- Being a substantive document, a DR has an introduction procedure
 - Drafting, editing and formatting
 - Gathering of Sponsors and Signatories
 - Submission, vetting and approval
 - Motion to Introduce Draft Resolution
 - Reading out of operative clauses
 - Question and Answer

- DRs can be discussed in committee only after introduction

Amendments

- Introduced Draft Resolutions cannot be edited freely
- Amendments are submitted as formal requests to edit DRs
 - Friendly Amendments - approval of all Sponsors
 - Once confirmed, Friendly Amendments will be executed
 - Unfriendly Amendments - rejection by at least one Sponsor
 - Requires a Motion to be introduced
- Maximum amendment threshold is a **simple majority** of clauses
 - Above that, the Draft Resolution is automatically tabled

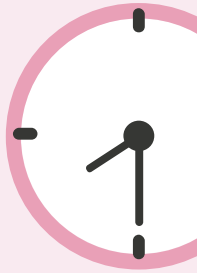
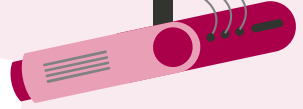
Amendments

- Being a substantive document, a UA has an introduction procedure
 - Drafting, editing and formatting
 - Gathering Sponsors and Signatories
 - Submission, vetting and approval
 - Motion to Introduce Unfriendly Amendment
 - Reading time
 - “Moderated Caucus”
 - Substantive voting

Direct Voting Procedure

- After debate on the Draft Resolution, committee can move into DVP
 - Motion to Move into Direct Voting Procedure
 - Motion to Reorder Draft Resolutions
 - Reorder Draft Resolutions
 - Motion to Divide the Question
 - Strike clauses out
 - Motion to Divide the House
 - Remove rights to abstain
 - Motion for a Roll Call Vote
 - Voting in alphabetical order

ROP QUIZ



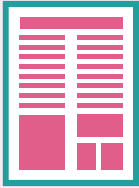


06

Lobbying and Negotiation

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Outline



Macro-lobbying

Micro-lobbying

Negotiation

Macro-lobbying

Definition: Influencing a large group of people at a time.



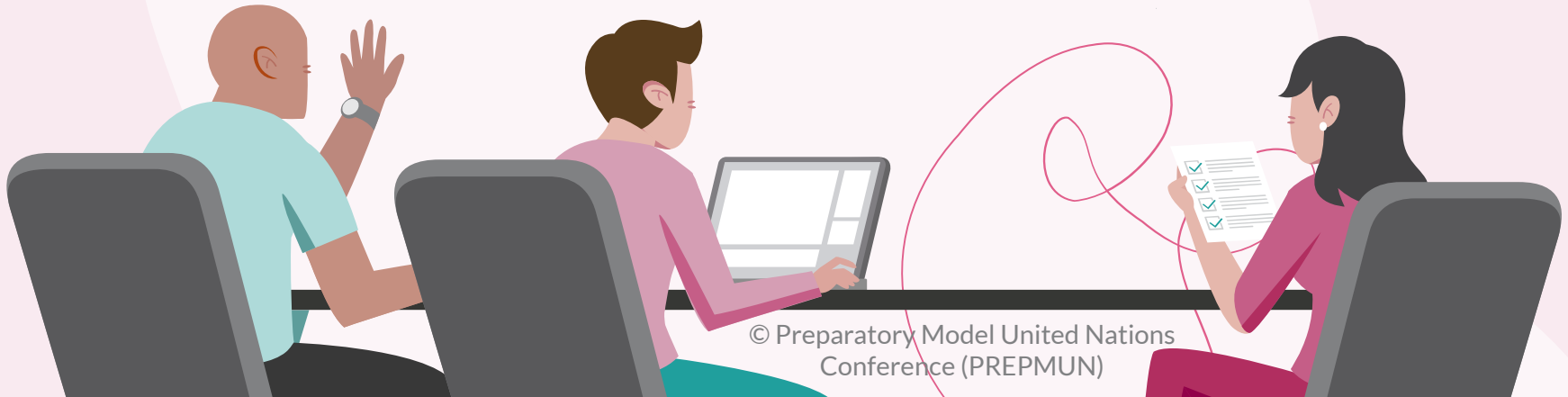
Speeches



Yielding



Unmoderated
Caucuses



Speeches

01 Call to action

- Start lobbying from your very first speech! (A good first impression goes a long way)
- Use a “call to action” to encourage other delegates to approach you and work with you

02 Confidence

- Showcase your content knowledge and charisma to convince others to work with you
- Speak loudly and clearly

What does a “call to action” look like?

“This delegate is excited to work with the rest of the council to resolve this issue. If you’re interested in working together, do send a note!”



Though seemingly simple and perfunctory, this can help you appear more approachable and friendly, which goes a long way in leaving a good impression on your fellow delegates!

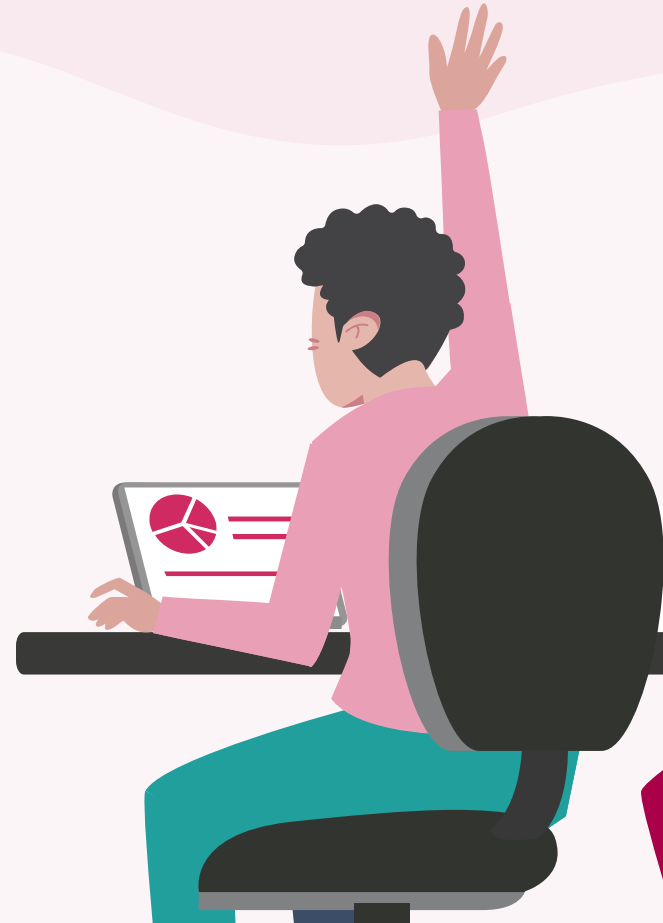
Speeches

- Confidence
 - Speak loudly and clearly
 - Stand up straight, use hand gestures to illustrate your point
 - Establish eye contact with your audience
 - It is perfectly okay to write your speech down and read off a script!
- Engagement
 - Engage with the content mentioned in other delegates' speeches
 - If you're speaking after a few delegates, you can quote/name drop them so they'll remember you!

Yielding

Yielding can actually be used to increase your influence in council as well!

- Yielding to Points of Information
 - Showcase your content and ideas
- Yielding to another delegate
 - When you would like to back up your ally, yielding to them can amplify both their influence as well as your own while solidifying your alliance





Unmoderated Caucuses

- Take advantage of this opportunity to address the council as a whole and engage with other delegates
- By bouncing ideas and interacting with the other delegates, you can also strengthen your influence and gain more allies!

Micro-lobbying

Definition: Influence 1-2 people at a time.



Notepassing



Research



**Unmoderated
Caucuses**



Note passing

- During formal debate, delegates communicate via note passing
- Notes can be used to establish 1 to 1 contact with other delegates
- Take advantage of opening speeches to draft your notes (reach out to other delegates and start forming alliances!)
 - Opening speeches is when most delegates establish their stance on an issue, allowing you to evaluate if your interests align
 - Note: Note passing is not allowed during opening speeches, so send all your notes in one go after opening speeches end

How does one write a note?

To: Singapore
From: Thailand

Xxx

- Write clearly and legibly
- Write your own delegation as well as your recipient's delegation in full (or use a recognisable abbreviation)
- Insert your message after you have written out the sender and the recipient!

How can I lobby others with a note?

To: Singapore
From: Thailand

Dear Singapore,

Let's work together!

Love,
Thailand

Enthusiastic, but vague

To: Singapore
From: Thailand

Dear Singapore,

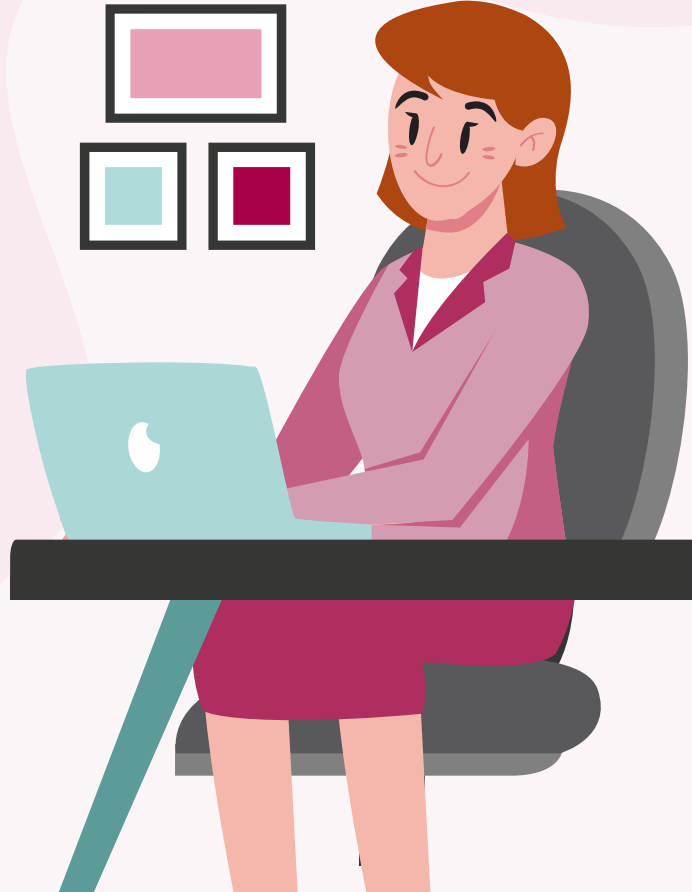
I noticed both our nations are prioritising sustainable development of our respective tourism industries. Will you like to partner up and further discuss this?

Love,
Thailand

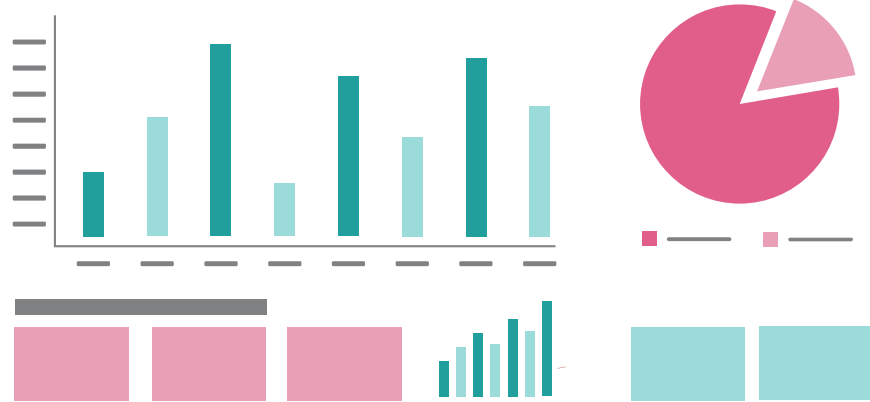
Clear, highlights where interests align

Pre-conference Research

- Identify your allies and opposition for each point under the scope of debate
 - Note that your allies might differ for each point under the scope of debate
- Identify the key stakeholders in each issue and understand their stance

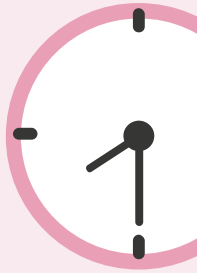
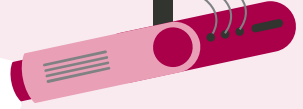


Unmoderated Caucuses



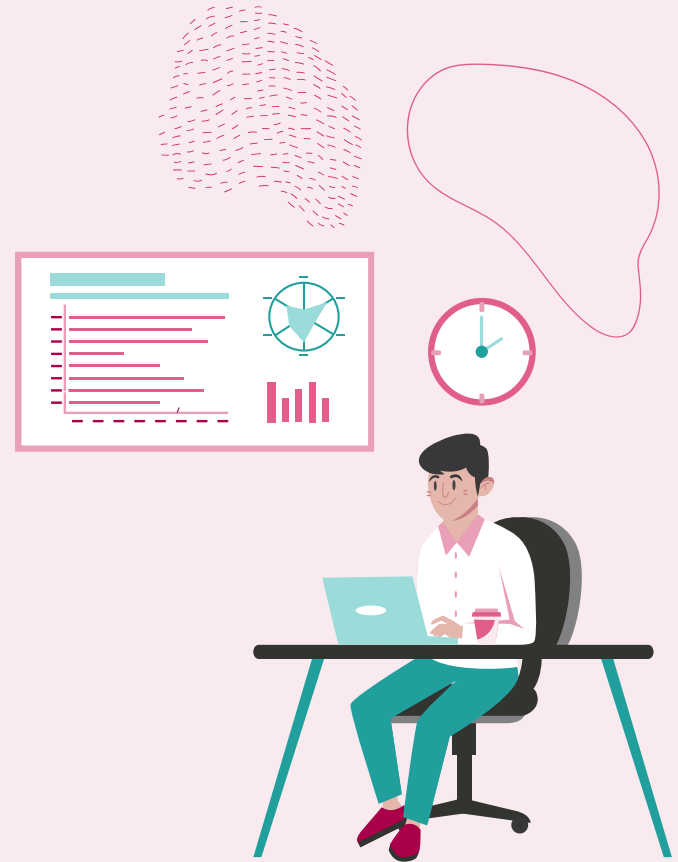
- Use unmoderated caucuses as an opportunity to negotiate with an individual delegate/a group of delegates
- Or you can have bloc meetings!

Negotiation 101



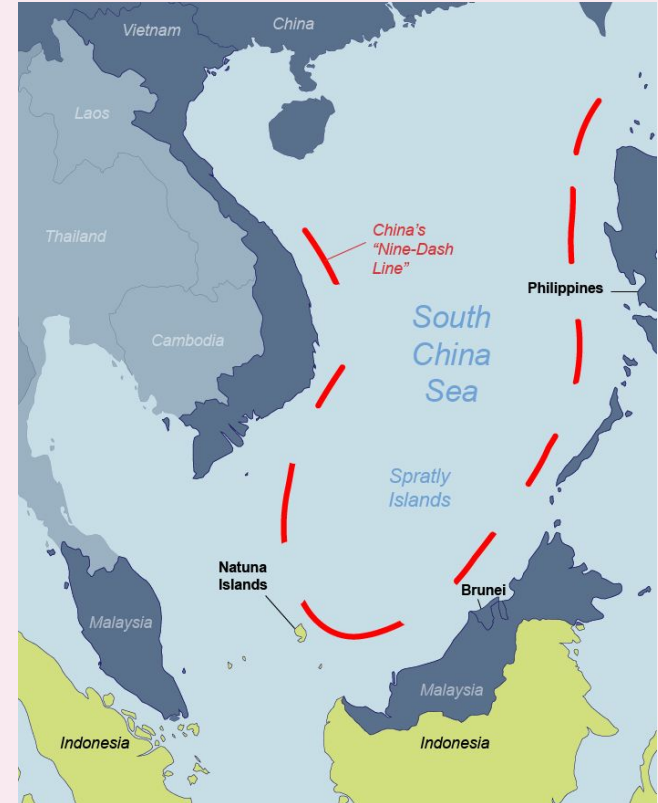
Negotiation

- Every country has its non-negotiables, its so-called “red lines”
- These are interests that they simply cannot compromise upon
- When you’re researching, try to identify your own delegation’s non-negotiables, as well as that of the topic’s key stakeholders and your opponents



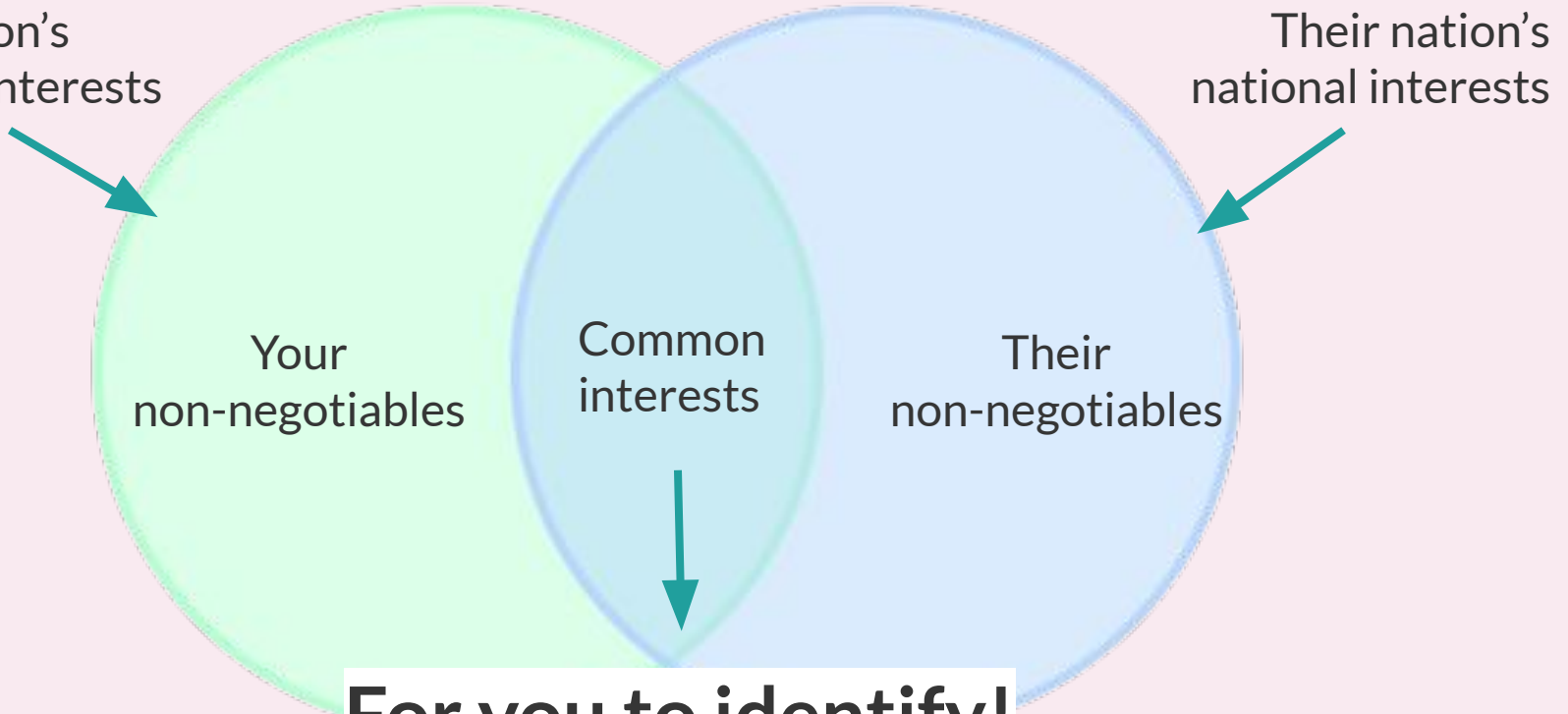
China in the South China Sea dispute

- Non-negotiables
 - The nine-dash line: China's claim over the South China Sea
 - Military activity
 - Construction of military and industrial outposts
- Negotiables
 - Trade - half of the world's trade passes through the South China Sea



Simply put...

Your nation's
national interests



Their nation's
national interests

Your
non-negotiables

Common
interests

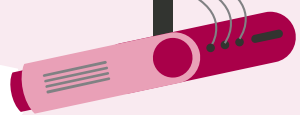
Their
non-negotiables

For you to identify!

Compromise? How?

- Understand the opposite perspective
 - What are their concerns?
 - How can you address it/ persuade them?
- Meet them in the middle





Remember that at the end of the day, every delegate represents a nation, and that means they have their own agenda and interests to achieve.



See you at PREPMUN 2023!

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